



ZICO Holdings Inc.
ASEAN's Go-To Services Specialist

FY2017 RESULTS
Investor Briefing
6 March 2018

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Agenda



- 1 Corporate & FY2017 Highlights
- 2 About ZICO
- 3 Major Trends In ASEAN Services Sector
- 4 FY2017 Financial Performance
- 5 Forward Strategies and Outlook



Corporate & FY2017 Highlights

● Corporate & FY2017 Highlights



- NPAT growth (+36%) outpaces revenue growth (+23%), driven by Advisory & Transactional Services;
- FY2017 EPS 1.90 RM cents (1.50 RM cents in FY2016);
- Attained second Capital Markets Securities license in Malaysia (obtained Singapore CMS license in 2016);
- Growing Continuing Sponsor portfolio of SGX Catalist-listed entities in Singapore; 2 SGX IPOs in FY2017;
- Expanding capabilities across all 10 ASEAN countries as region experiences growth in services sector; and
- Extending leadership in services to serve region of 620 million people witnessing high economic growth.



About ZICO

● About ZICO



Partnership Model

- Focus on core competence of practising law
- Maintain professional independence and autonomy
- Compliant with regulatory rules on law forms

Integration & cross-selling of services



Corporate Structure

- External capital to fund business expansion
- Incentivise performance and talent retention via share schemes
- Venture into new services
- Centralise management and support functions

- Listed on SGX-Catalist board in November 2014;
- Offers a range of resident-centric integrated services, diversely cross-sold across all ASEAN markets; and
- Unique regional positioning founded in 1987 (over 30 years).

● Our Key Business Segments

- **1) Advisory & Transactional Services (“ATS”):** commercial service law firms (excluding litigation), BPO (accounting, payroll etc.), corporate finance & capital market services (IPO, secondary market, M&A, RTO etc.), contract review, HR, corporate communication, Islamic finance, trust services, secretarial services, business and government advisory and share registrar businesses;
- Obtained CMS license in Singapore in 2016;
- Obtained CMS license in Malaysia in 2017;
- Leading revenue and profit contributor for ZICO;

● ATS Milestones



ZICO Asset Management Pte. Ltd.

28 February 2017

**Registered as a Fund
Management Company with:**



Expands suite of professional services, in particular, financial services:

- **Wealth Management & Family Office Services**
- **Multi Asset Management Services**

Officially launched on 6 March 2017

Management team:

- Mr Lim Khoon Siong, Chief Executive Officer and Ms Elaine Long, Executive Director
- Team with over 20 years of established track record in banking, money management and client development

Key rationale for new services:

- Opportunities to expand pool of clients
- Cross-selling and referral opportunities across ZICO and ZICOlaw network

● ATS Milestones



ZICO Capital Sdn. Bhd.

9 November 2017

**Granted Capital Markets
Services license by:**



Granted Capital Markets Services License on 9 November 2017

Expands suite of professional services to include:

- Capital market services ranging from initial public offerings, secondary fund-raising and take-overs and mergers as well as restructuring of companies listed on Bursa Malaysia

Management team:

- Ms Aun Siew Kuan, Chief Executive Officer and Mr Saifuddin Abu Bakar, Managing Director
- Collectively, they have a combined experience of over 45 years in audit, corporate finance and investment banking

Key differentiator:

- Cross referral opportunities leveraging on ZICO network within ASEAN
- Part of an independent, non-bank-owned and publicly-listed parent company

● ATS Milestones



ZICO Capital Pte. Ltd.

22 July 2016

**Granted Capital Markets
Services license by:**



10 August 2016

**Approved as accredited issue
manager and full sponsor by:**



Officially launched on 8 September 2016; has begun generating revenue

Expands suite of professional services to include:

- Advising on corporate finance (including listings on both the Mainboard and Catalist of the SGX-ST)
- Completed two IPOs (World Class Global and Shopper360)
- Continuing sponsorship portfolio business of Catalist-listed issuers grew to 12 (FY2016: 7)

Management team:

- Mr Alex Tan, Chief Executive Officer and Mrs Karen Soh-Tham, Managing Director
- Each with over 20 years in banking, corporate finance and the capital markets

Key differentiator:

- Leverage on regional network in ASEAN region and pool of clients from integrated services within ZICO group
- Part of an independent, non-bank-owned and publicly-listed parent company

● Our Key Business Segments cont'd



- **2) Management and Support Services (“MSST”):** provides business critical solutions, leveraging on Group cost efficiencies and economies of scale and scope, to members of the ZICO Law Network; and
- **3) Licensing Services.**

ZICO’s network enables cross synergies e.g. licensing services, strategic advisory, market intelligence, business relations, PR, risk management, accounting, finance, IT, HR, business development, management and training.

Suite Overview



ZICO Holdings Inc.

Advisory & Transactional Services ("ATS") Segment

Legal Services
(Laos & Myanmar)

Shariah Advisory

Trust Services

Corporate Services

Consulting Services

Investor Services

Multi-Family Office

Corporate Finance

Online Professional Services

Management & Support Services ("MSS") Segment

Regional Management Services

Services

- Strategic advisory
- Market intelligence
- Business relations
- Public sector relations
- Risk management

Business Support Services

Services

- Accounting, finance and budgeting
- Information technology
- Human resource
- Knowledge management & training
- Business development & corporate communications

Licensing Services ("LS") Segment

Services

- Licensing of the "ZICO", "ZICOLaw" and "ZICOLaw Trusted Business Advisor" trade marks

Business Agreements

ZICOLaw network

- Insights Abogado Philippines*
- Roosdiono & Partners*
- Rozaiman Abdul Rahman*
- Sok Siphana & Associates*
- Zaid Ibrahim & Co*
- ZICOLaw Sabah*
- ZICOLaw Sarawak*
- ZICOLaw Singapore*
- ZICOLaw Thailand*
- ZICOLaw Vietnam*
- ZICOLaw Laos*
- ZICOLaw Myanmar*

Cross-promotion and integration of services

***Note:** These members of the ZICOLaw network are legally separate from our Group

Corporate Structure



Key Facts

- Developing since 1987
- 700 staff
- 400 legal professional & consultants
- 10/10 ASEAN countries
- 17 offices in ASEAN

- www.zico.group
- www.zicoholdings.com
- www.zicolaw.com

“Global First”
Financial Times,
June 2015

“FT Innovative Law Award”
2014 - 2015

1 | Finance

2 | Information Technology

3 | Corporate Communications

4 | Human Resource

5 | Knowledge Management

Supported by

Focused teams

Specialised technology

Streamlined processes

Technical infrastructure

***Note:** Except for Myanmar and Laos, these members of ZICO Law network are legally separate from our Group

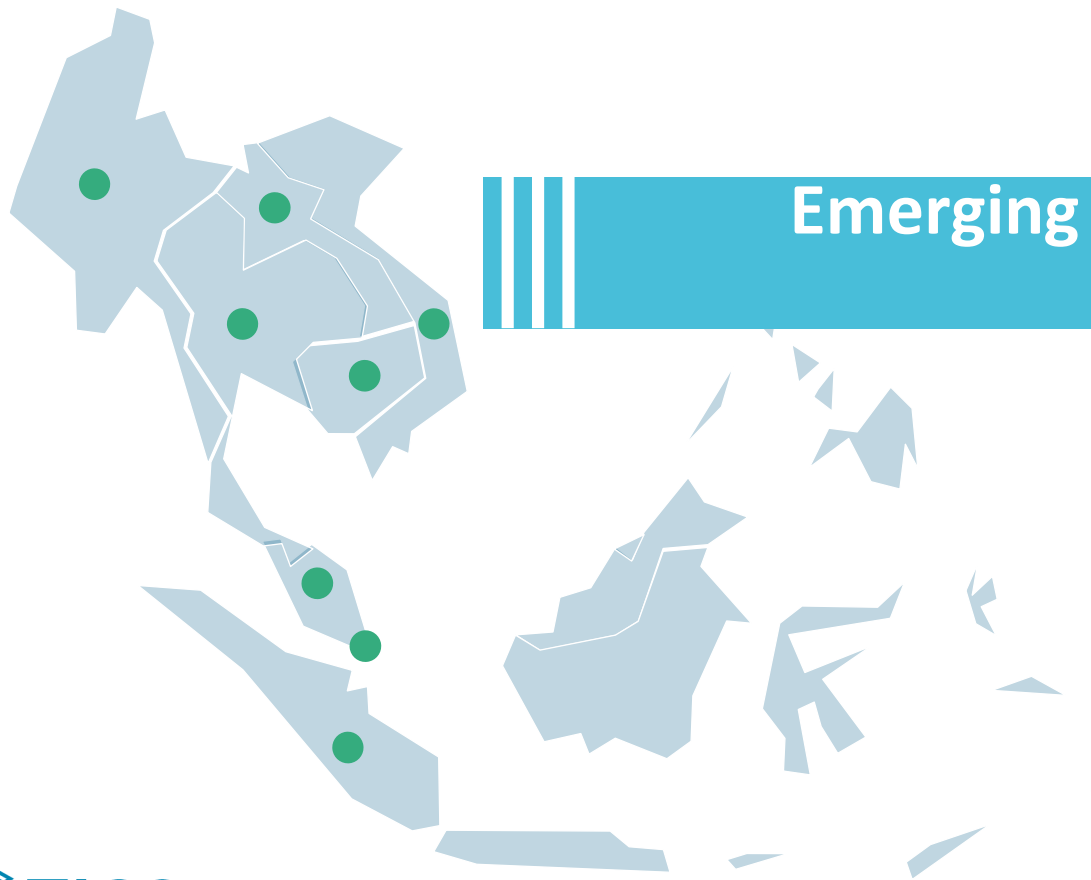
Covering The Entire Business Life Cycle



● ZICO Holdings Inc. Leadership



- **Dato' T. Jasudasen**, Independent Non-Executive Chairman;
- **Mr Chew Seng Kok**, Managing Director;
- **Mr Robert Liew Foong Yuen**, Executive Director;
- **Datuk Kelvin Ng Hock Heng**, Executive Director;
- **Mr Stephen Arthur Maloy**, Non-Executive Non-Independent Director;
- **Mr Chew Liong Kim**, Independent Director; and
- **Mr John Lim Yew Kong**, Independent Director.



Emerging Trends: ASEAN Services Sector

● Emerging Trends: ASEAN Services Sector

- ASEAN @ 50 – growing maturity and cross-border economic activities in market of over 620 million people;
- Currently the world's sixth-largest economy, fourth-largest by 2050 (International Monetary Fund);
- Third-largest labour force in the world; and
- Shifting from agriculture & manufacturing to services sector, including cross-border capital market activities.

● Emerging Trends: ASEAN Services Sector

ASEAN: Growth in the fast lane

POPULATION

Set to rise by more than
10% to 680 million
by 2020



INVESTMENT

ASEAN attracted
9% of global
foreign direct
investment
in 2013 (more than China)



GROWTH

2% faster
than average
global growth
from 1980-2013



LABOUR

By 2030,
ASEAN's labour force
estimated to

grow by
70 million



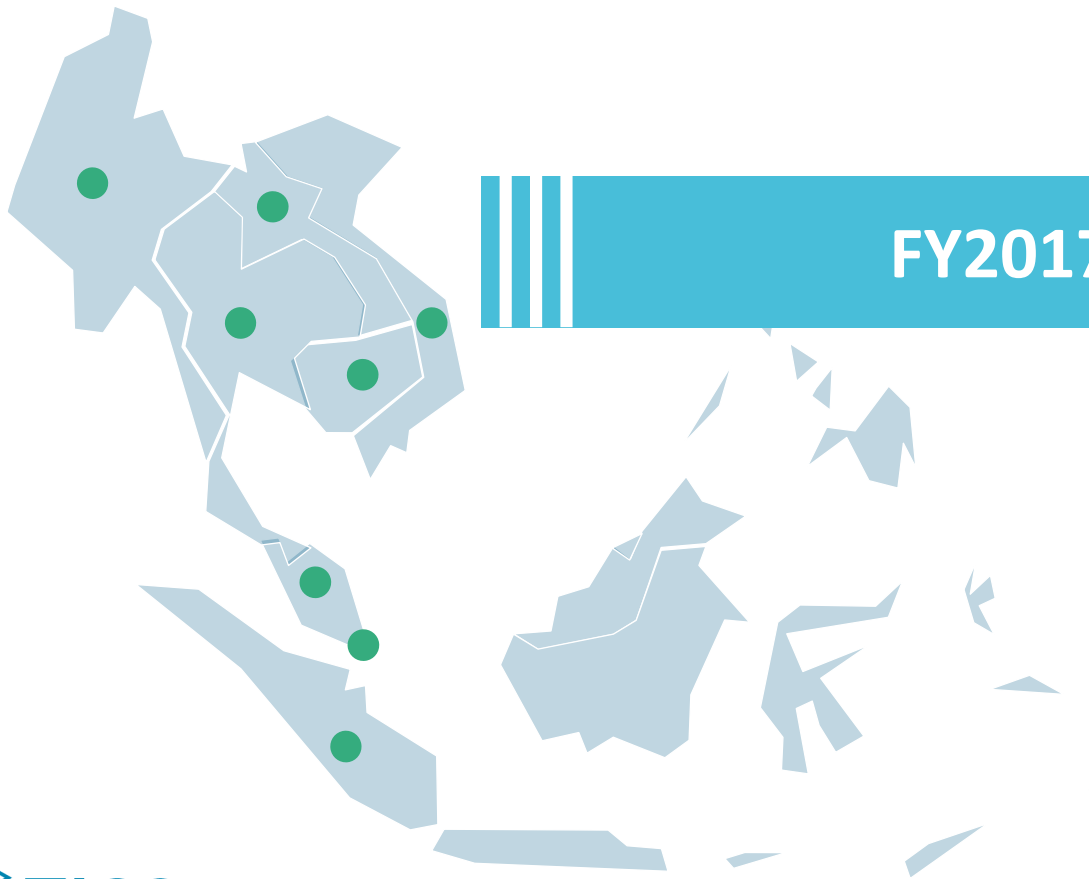
GLOBAL TRADE

4th largest exporter
globally (in 2013)



7% of global
exports in 2013





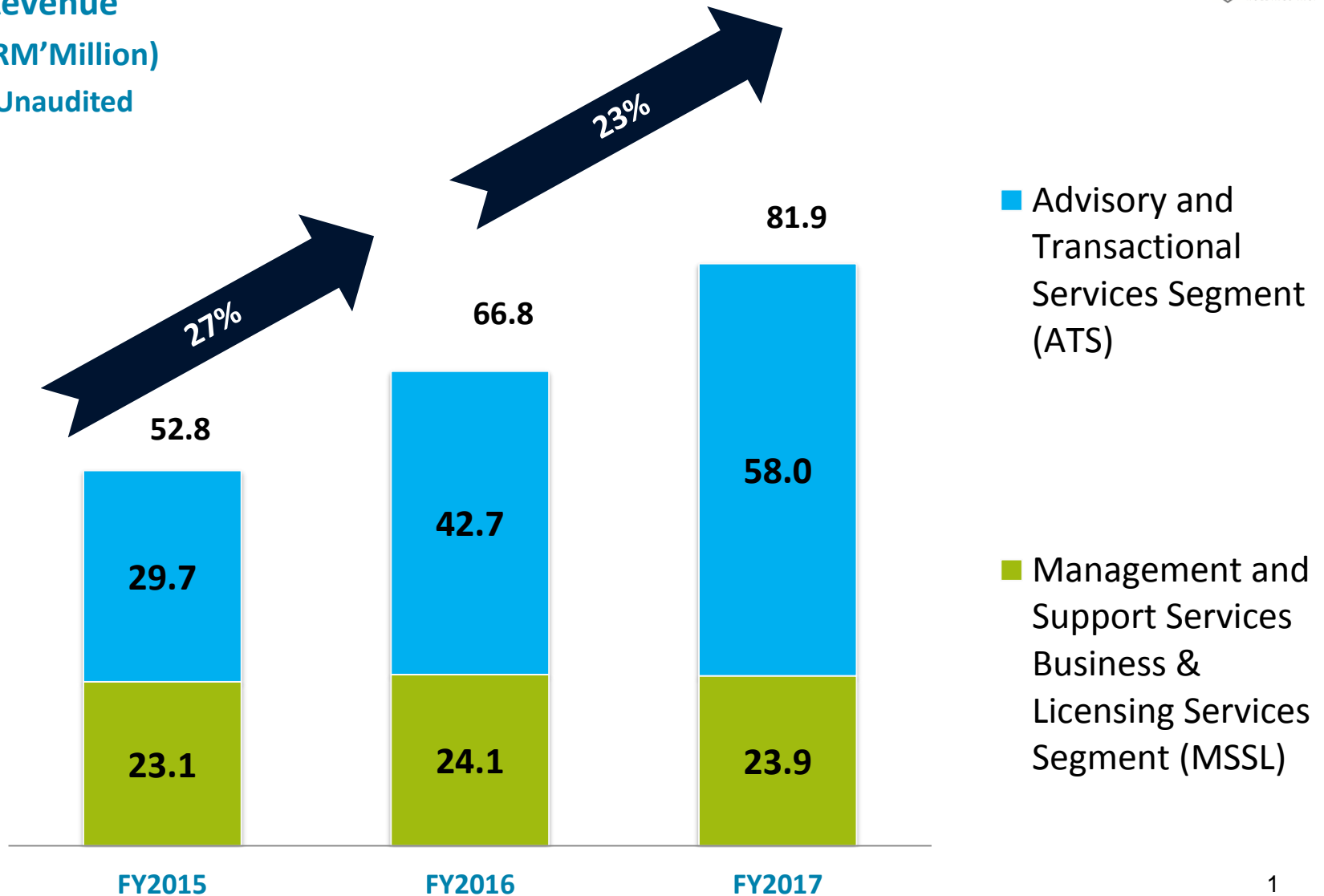
FY2017 Financial Performance

● Revenue Analysis

Revenue

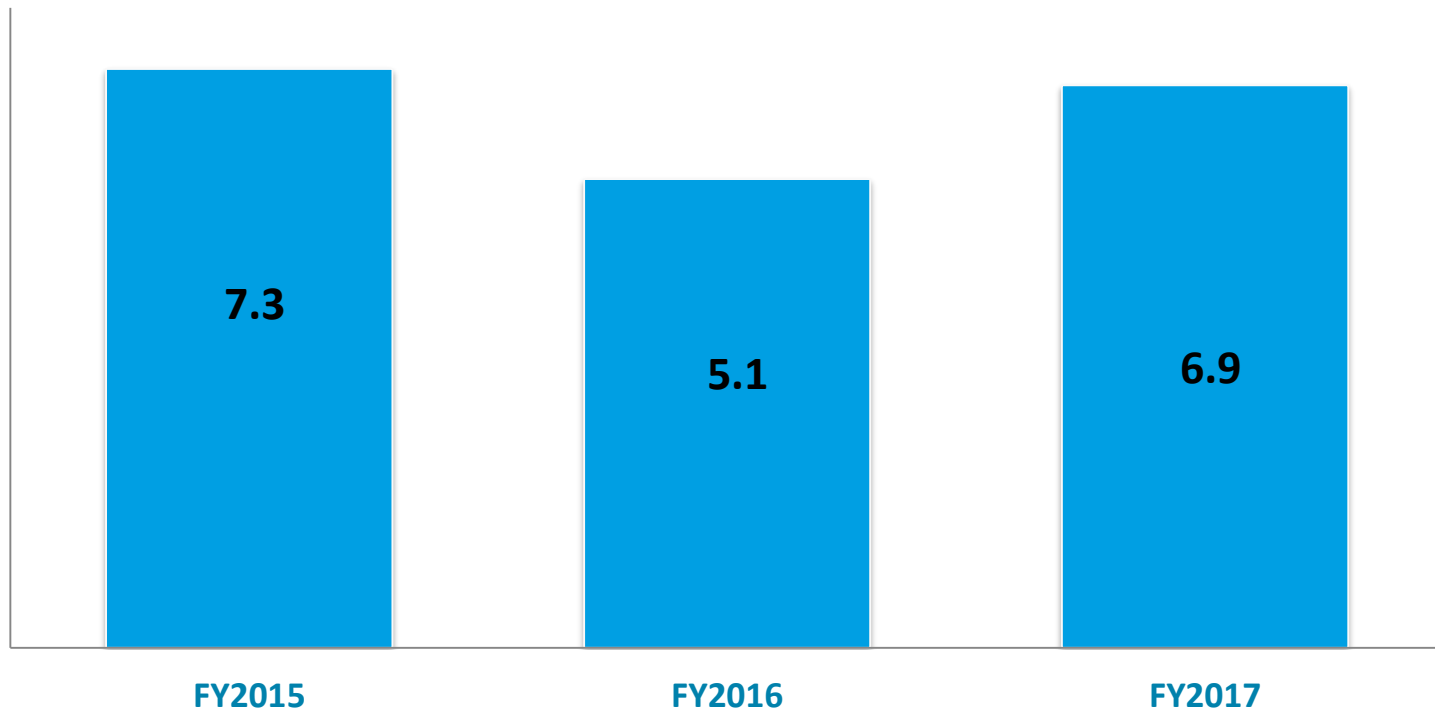
(RM'Million)

Unaudited



● Net Profit After Tax

NPAT (RM'Million)



FY2015

FY2016

FY2017

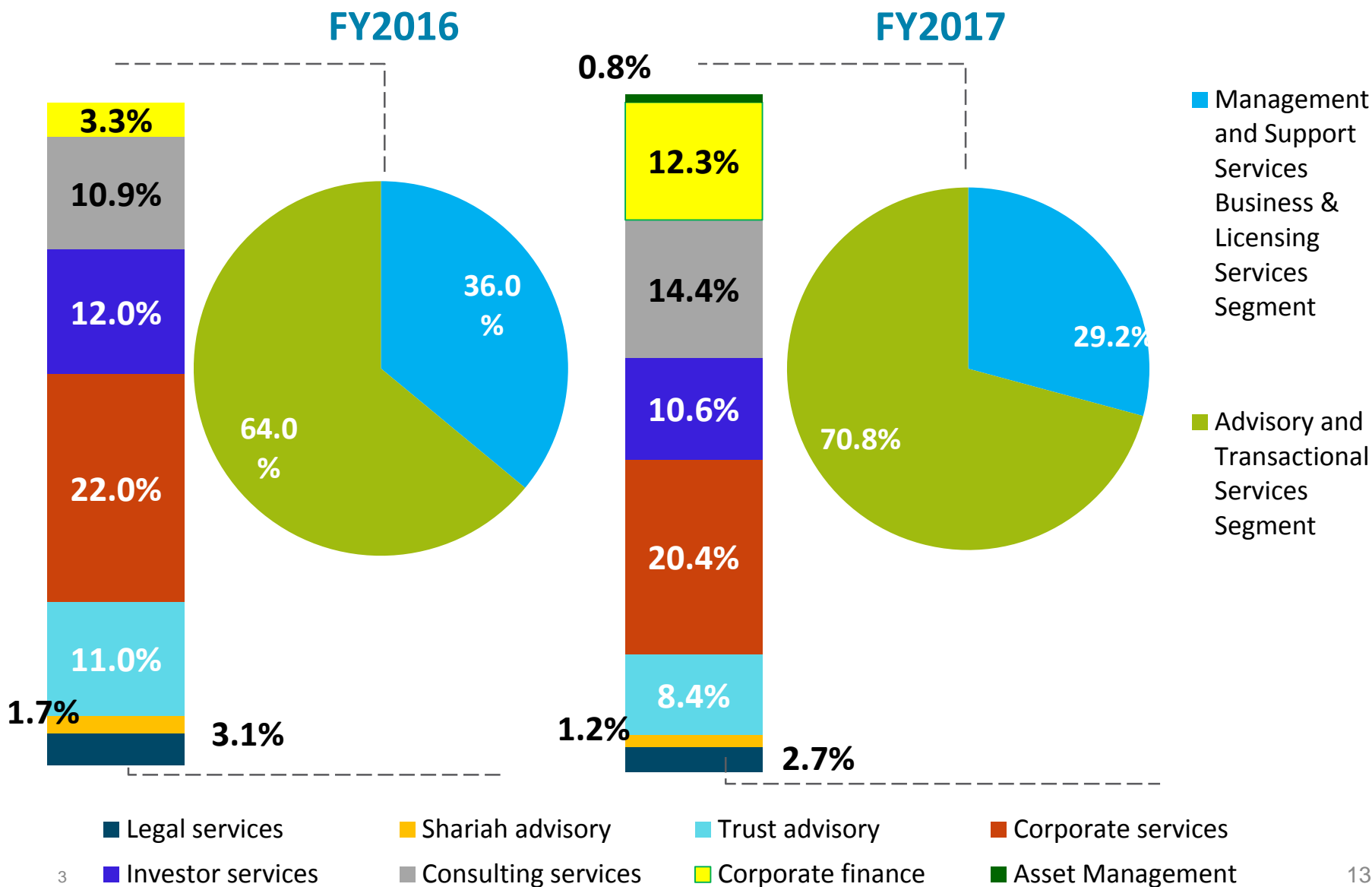
NPAT Margin

14%

8%

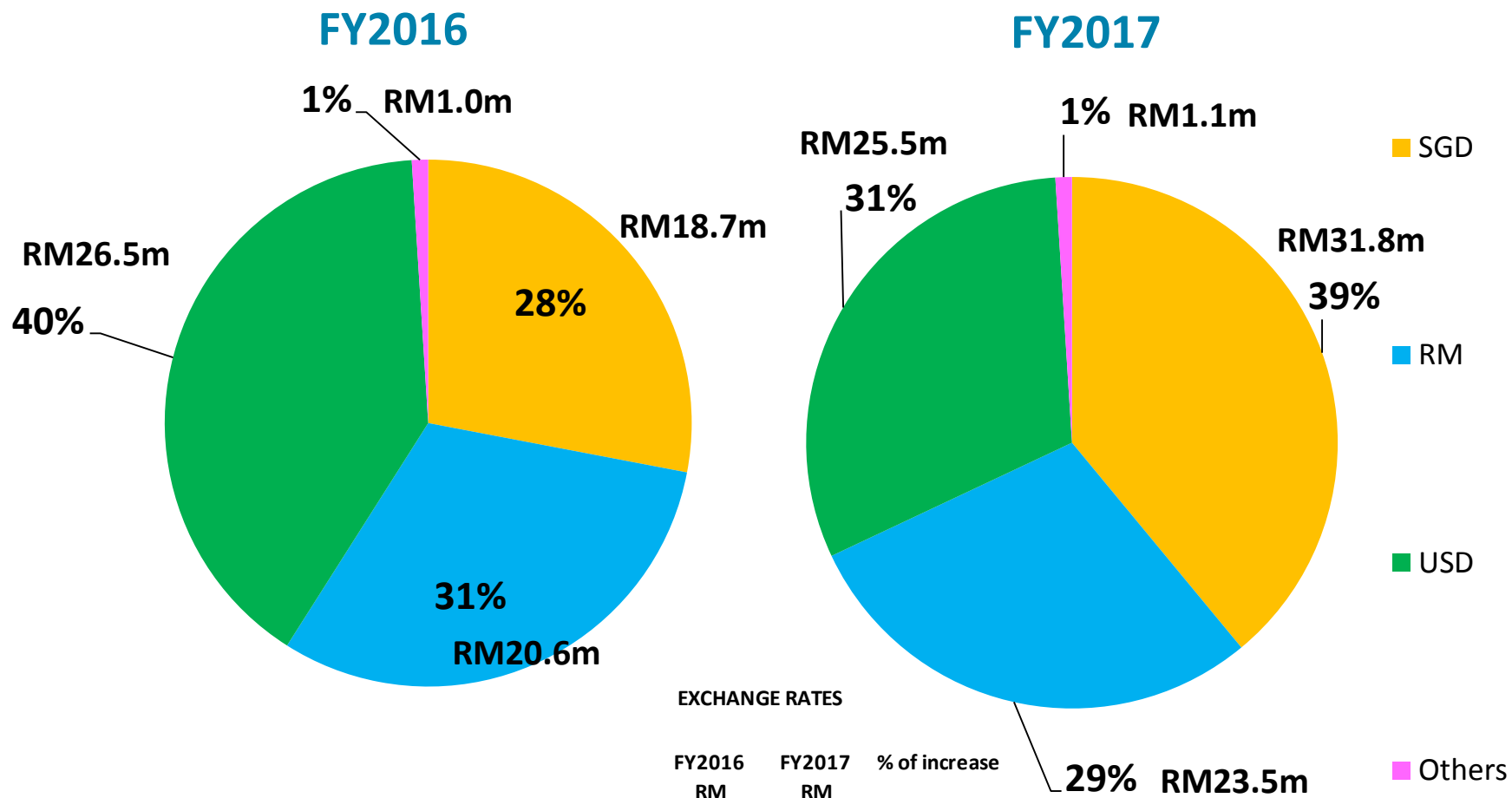
9%

● Revenue for Business Segments



Currency Denomination

Breakdown of Revenue by Currency Denomination



Ratio Analysis

Profitability Ratios

31 Dec 2017

31 Dec 2016

Earnings Per Share (cents)⁽¹⁾

1.9

1.5

Return On Assets (%)

3.0%

2.5%

Return On Equity (%)

5.1%

4.5%

Financial Position

31 Dec 2017

31 Dec 2016

Net Assets Value ("NAV") Per Share (sen)⁽²⁾

37.2

33.8

Cash and cash equivalent at end of the period (RM' m)

18.3

19.6

Current Ratio

1.4

1.4

Net Gearing

0.41

0.43

Cash ratio

0.29

0.32

Quick ratio

1.13

1.02

(1) The EPS has been computed based on profit attributable to our Shareholders and the existing total issued share capital of 299,417,440 and 282,754,063 shares for 31 December 2017 and 31 December 2016 respectively.

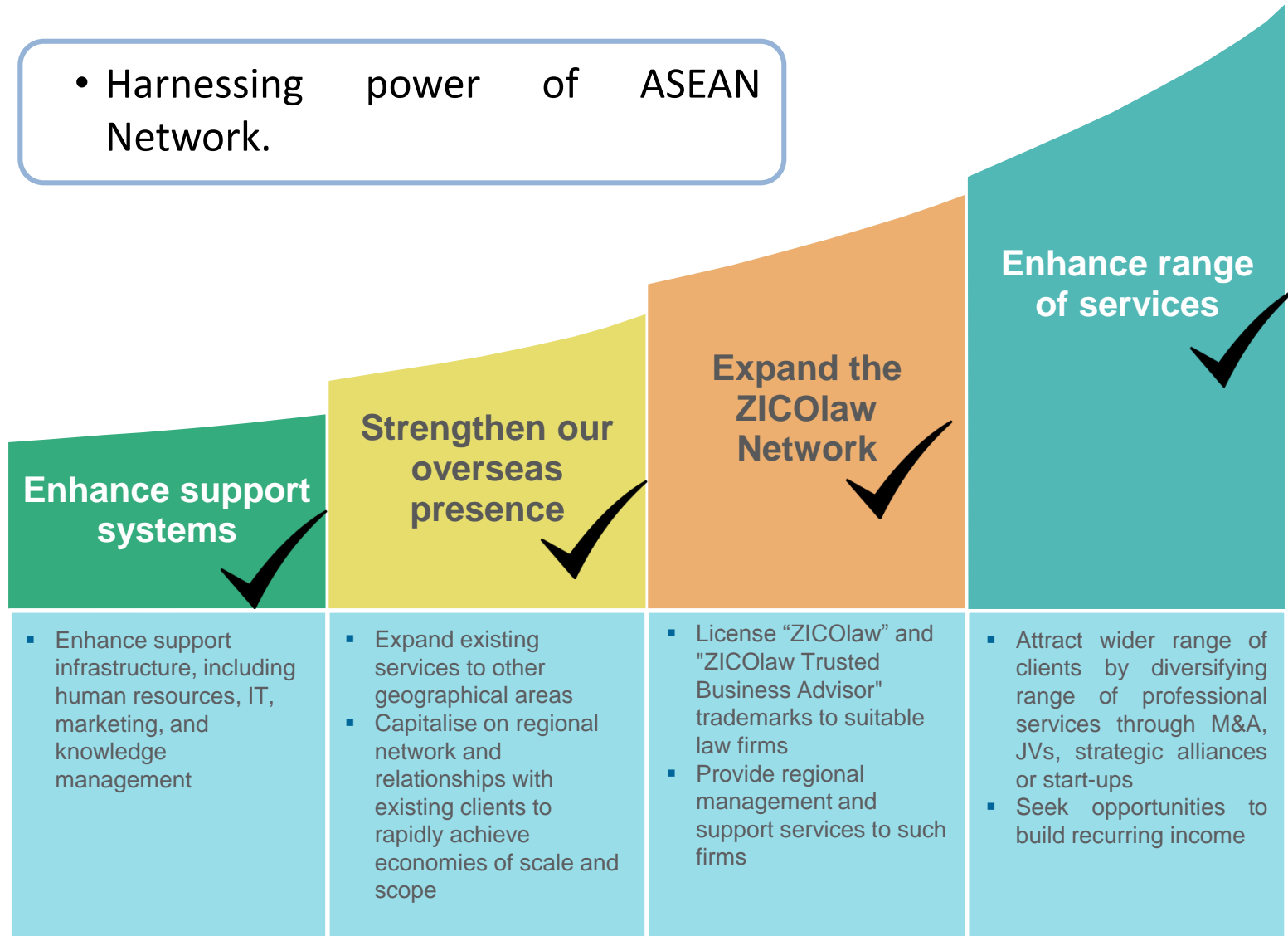
(2) NAV per share has been computed based on the existing total share capital of 299,417,440 shares and 282,754,063 shares for 31 December 2017 and 31 December 2016 respectively.



Forward Strategies and Outlook

● Corporate Strategy In Perspective

- Harnessing power of ASEAN Network.



● Forward Strategies

- Deepening its presence to add competencies in each country;
- Increasing synergies and economies of scale through cross-selling and referral of services, as well as sharing resources;
- Accelerating activities in the capital markets, building on need for regional corporations to raise funds; leverage on Singapore CMS license in 2016 and Malaysia CMS license in 2017; and
- Exploring partnerships or strategic alliances with international services providers who are keen to tap the Group's ASEAN network.

● Outlook

- Capital market services in ASEAN are expected to increase in tandem with economic growth;
- Even as more ASEAN members establish their own stock exchanges, Singapore and Malaysia – as more mature capital markets – will continue to be the focal points for such activities;
- The Group will leverage on its CMS-licensed entities in these two countries to capture corporate finance opportunities, while building up its wealth and multi-asset management, trust, corporate secretarial and legal services under the Advisory and Transactional Services division; and
- Opportunities for cross-referrals and economies of scale of enlarged Group-wide operations.



ASEAN INSIDERS

by origin and passion

Thank you! •

CAMBODIA | INDONESIA | LAOS | MALAYSIA | MYANMAR | SINGAPORE | THAILAND | VIETNAM

